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DEPARTMENT OF JUSTICE

AUG 26 1 08 PM '70

REGISTRATION SECTION

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant Sontheimer and Company, Inc. 4 West 58th Street, New York, N.Y. 10019	2. Registration No. 1648
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3. Name of foreign principal Jamaica Tourist Board	4. Principal address of foreign principal 78-80 Harbour Street Kingston, Jamaica
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5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☒ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☒ Other (specify) Quasi-governmental

☐ Individual - State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

Not applicable.

b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

a) Principal address

Not applicable

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Development and promotion of tourism.

TERMINATED

DATE 10-31-77

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal . . . . Yes ☐ No ☒

Directed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☒

Controlled by a foreign government, foreign political party, or other foreign principal . . Yes ☐ No ☒

Financed by a foreign government, foreign political party, or other foreign principal . . . Yes ☒ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal . . . . . Yes ☒ No ☐

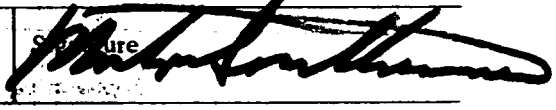
Subsidized in part by a foreign government, foreign political party, or other foreign principal . . . . . Yes ☒ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

The principal is fully financed by the Government of Jamaica.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

The Jamaica Tourist Board is a quasi-governmental autonomous board established and financed by the Government of Jamaica and self-directing.

Date of Exhibit A	Name and Title	Signature
AUGUST 13, 1970	MORTON SOUTHERNER PRESIDENT	

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REGISTRATION SECTION

UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT  
Under the Foreign Agents Registration Act  
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant  
Sontheimer and Company, Inc.  
No. 1648

Name of Foreign Principal  
Jamaica Tourist Board

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

TERMINATED

10-31-77

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant has been employed to provide publicity and public relations services in the United States, Canada and Jamaica for the purpose of promoting and encouraging tourism in Jamaica. To that end, the registrant shall work with travel editors, travel writers and others in arranging for press releases in newspapers and on radio and television with respect to tourism in Jamaica.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act? <sup>1/</sup> Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

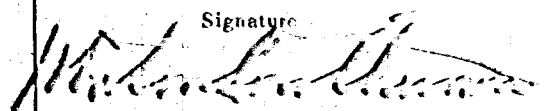
Date of Exhibit B

AUGUST 13, 1970

Name and Title

Morton Sontheimer  
President

Signature



- <sup>1/</sup> Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

DRAFT

5. 2. 1970.

AN AGREEMENT made the                      day of                      1970  
BETWEEN THE JAMAICA TOURIST BOARD a body corporate established  
under the Tourist Board Law 1954 having its offices at 78-80  
Harbour Street in the Parish of Kingston (hereinafter called  
"the Board") of the ONE PART, and SONTHEIMER & COMPANY INC.  
a body corporate formed and existing under the Laws of the  
State of New York, United States of America having its offices  
at Four West Fifty-eighth Street, New York, N.Y. 10019 aforesaid  
(hereinafter called "the Agent") of the OTHER PART  
WHEREBY IT IS AGREED as follows:-

1. The Board hereby appoints and employs the Agent for the  
purpose of providing publicity and public relations services  
and the Agent agrees to act as such agent upon the terms and  
conditions hereinafter contained.

2(a) This Agreement shall take effect from the 1st day of  
February 1970 through the 31st day of March 1970 and shall  
then continue on a different budgetary basis until terminated  
by either party giving to the other one month's previous  
notice in writing Provided however that the Board may upon  
or subsequent to giving notice of termination request the  
Agent not to carry out any further publicity and public  
relations services for the Board from any specified date, and  
the Agent shall thereupon comply with such request and the  
Board shall then be free to have all or any part of its public  
relations services carried out by any other person, organisation  
or otherwise as the Board sees fit and the Agent shall promptly  
comply with all reasonable requests of the Board including the  
giving of information and the handing over of material which  
are calculated to facilitate such other arrangements.

(b) Termination by the Board or the Agent will involve prompt payment of all amounts due the Agent by reason of service rendered and expenses properly incurred in accordance with this Agreement prior to and in relation to the period up to the effective date of termination plus, if termination is by the Board, ~~the~~ \$10,000 (Ten Thousand Dollars) and no more than that for termination of employment of personnel and other termination costs to the Agent. The \$10,000 figure is open to revision, by mutual agreement for each succeeding fiscal year to cover increased severance pay requirements. Amounts due the Agent will include reimbursement of all out-of-pocket expenses properly incurred and authorised by the Board or under this Agreement.

3(a) The Agent's activities on behalf of the Board shall be directed to the United States, Canada and Jamaica. However, the Agent agrees to give its professional assistance and counsel to similar projects and projects calculated to further the Board's purposes within the foregoing territories and elsewhere initiated by persons or agencies approved by the Board as furthering their objectives.

In addition to its public relations services, the Agent will provide, at additional charge, assistance to other activities of the Board when requested by the latter.

(b) The Agent's duties shall include liaison with travel editors, travel writers, disseminating news and information about Jamaica to press, radio and TV and arranging for the publication of tourist articles in newspapers, magazines &c. When teams travel to the United States of America and Canada

on promotion trips, the Agent shall arrange all press conferences, appearances on TV and radio, receptions and other functions required by the Board. It shall also arrange for press clippings to be supplied on a monthly basis in a separate folio for each month and shall clearly make for easy identification by the Board press clippings which the Agent originated as distinct from the other press clippings not originated by the Agent.

4(a) The Agent agrees to devote to the Board's activities the full-time services of a public relations consultant of diversified expertise who shall be resident in Jamaica and physically established in the Board's offices, a Director of Board public relations in the Agent's New York offices, a writer and a secretary also in the Agent's New York offices, plus a half-time photographer, another secretary half time, an account supervisor, other staff assistance, and the personal attention of the President of the Agent company.

(b) The Agent's staff representative in Jamaica shall be subject to the discipline, rules and regulations of the Board but shall not thereby become or be regarded as an agent or servant of the Board. If any representative of the Agent resident in Jamaica proves other than satisfactory to the Board, the Agent agrees to replace such person or persons.

Should the Board decide to request a replacement for the Agent's representative in Jamaica, then the Board will pay one half the travel expenses of the new representative and his family i.e. spouse and children under eighteen years old to Jamaica. The Board will also pay one half the cost of shipping his personal goods and effects to Jamaica. The Board will also pay one half the return fare including one half the cost of

transporting personal goods and effects to the home in North America of the representative being replaced.

5. The Board agrees to provide, maintain and bear the cost of in Jamaica -

- (a) A suitable automobile on a full-time basis for use by the Agent's consultant and members of the Agent's staff;
- (b) Suitable office space and the facilities of the Board's photographic laboratory;
- (c) Necessary subscriptions, stationery and similar items of office use for the consultant;
- (d) Telephone, telegraph and postage costs within Jamaica and to the United States from Jamaica, and normal air cargo costs (mostly photo shipments) from Jamaica to the United States;
- (e) A satisfactory full-time Secretary for the Consultant.

6(a) The Agent shall be responsible for the payment of all salaries for the staff in its New York office as well as the salary of its representative in Jamaica. The Agent will also be responsible for all its own office expenses and over-heads to cover rent, utilities and services. In consideration of

its services hereunder, the Board will pay to the Agent *Twenty*  
*Eight Thousand One Hundred & Twenty Five*  
*Dollars* (28,125, ) in respect to the  
period (Est) of February 1970, through the 31st of March, 1970.

Thereafter, until changed by mutual agreement or until terminated, the Board will provide the Agent a gross budget allowance of U.S. \$225,000 (Two Hundred and Twenty Five Thousand American Dollars) per annum, as set forth in Schedules A and B attached.

- (b) It is understood that there may be minor variations

in appropriations listed in the budget but advance approval of the Board will be requisite to any major changes or any increase in the gross allowance.

(c) As soon as practical after the 1st of April, the Board will set up and maintain a revolving fund or imprest of U.S. \$3,000.00 (Three Thousand Dollars) to cover moneys advanced by the Agent under Schedule B. The Agent agrees to render bills supported wherever practicable by vouchers to the Board for expenditures under Schedule B as soon as possible after the end of each month.

(d) Payments under Schedule A for February and March 1970 will be made in two equal instalments due on the 1st of February and the 1st of March. Payments under Schedule A thereafter will be made in twelve equal instalments for the fiscal year, the first being due on the 1st of April and each of the remaining instalments on the first of each succeeding month. Payments under Schedule B will be due upon receipt of a bill by the Board from the Agent.

7. Any dispute arising between the parties hereto shall be referred to arbitration in accordance with the provisions of the Arbitration Law Cap.19 of the Revised Laws of Jamaica, or any statutory amendment or modification thereof.

AS WITNESS the hands of the parties hereto the day and year first hereinbefore written.

SIGNED on behalf of the JAMAICA)  
TOURIST BOARD by  
in the presence of:-

*Sheila Lohin Quere*

SIGNED by MORTON SONTHEIMER  
President of SONTHEIMER &  
CO. INC. in the presence of:

*[Handwritten signature]*

*[Handwritten signature]*  
*US \$*

*77  
Tenthousand 100 U.S. Dollars?*

S C H E D U L E A

FEE

*174* vs. \$40,000.00

SALARIES

Consultant in Jamaica	\$18,000.00
Director in New York	18,000.00
Writer in New York	13,000.00
Secretary in New York )	
Secretary in New York )	10,000.00
Photographer in New York	7,500.00
Account Supervisor in New York	6,500.00

*174*  
*75*  
\$17,000.00

OVERHEAD

Services of the President, additional  
staff services, office supplies, pro-rated  
telephone and other costs, rent, utilities  
and services, depreciation of furnishings  
and office equipment, legal services,  
accounting services, taxes and contingencies \$50,000.00

MONTREAL OFFICE

Services and expenses of Director, his  
staff and all overhead costs as set  
forth above

\$24,000.00

SCHEDULE "B"

TRAVEL

To cover travelling expenses of all  
United States staff on behalf of the  
Board as also of travel anywhere by  
the President of the Agency

\$11,000.00

PHOTOGRAPHY

Laboratory charges for mass production  
of prints

\$1,500.00

COMMUNICATIONS

Cables, telegrams, telephones, postage  
and mailings, freight and air cargo,  
messenger service etc.

\$4,500.00

MISCELLANEOUS

Press clippings, subscriptions, reference  
books, entertaining, local transportation,  
fringe benefits (payroll taxes, workmen's  
compensation, disability insurance, major  
medical insurance), etc.

\$18,000.00

CONTINGENCY

\$1,000.00

U.S. \$3 6,000.00